

BDML documents

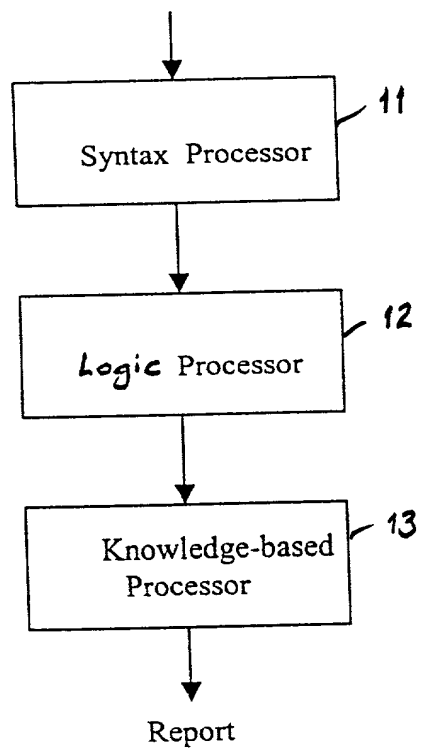


FIG. 1

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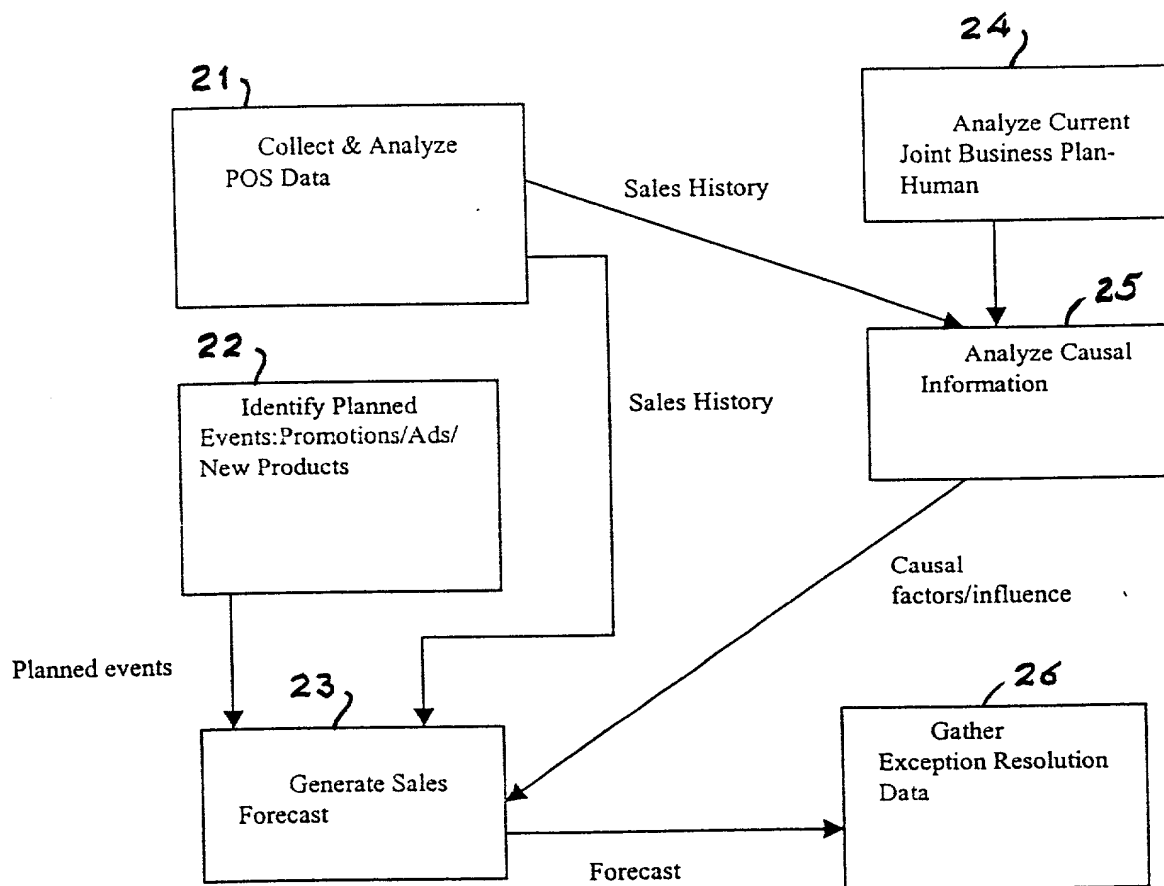
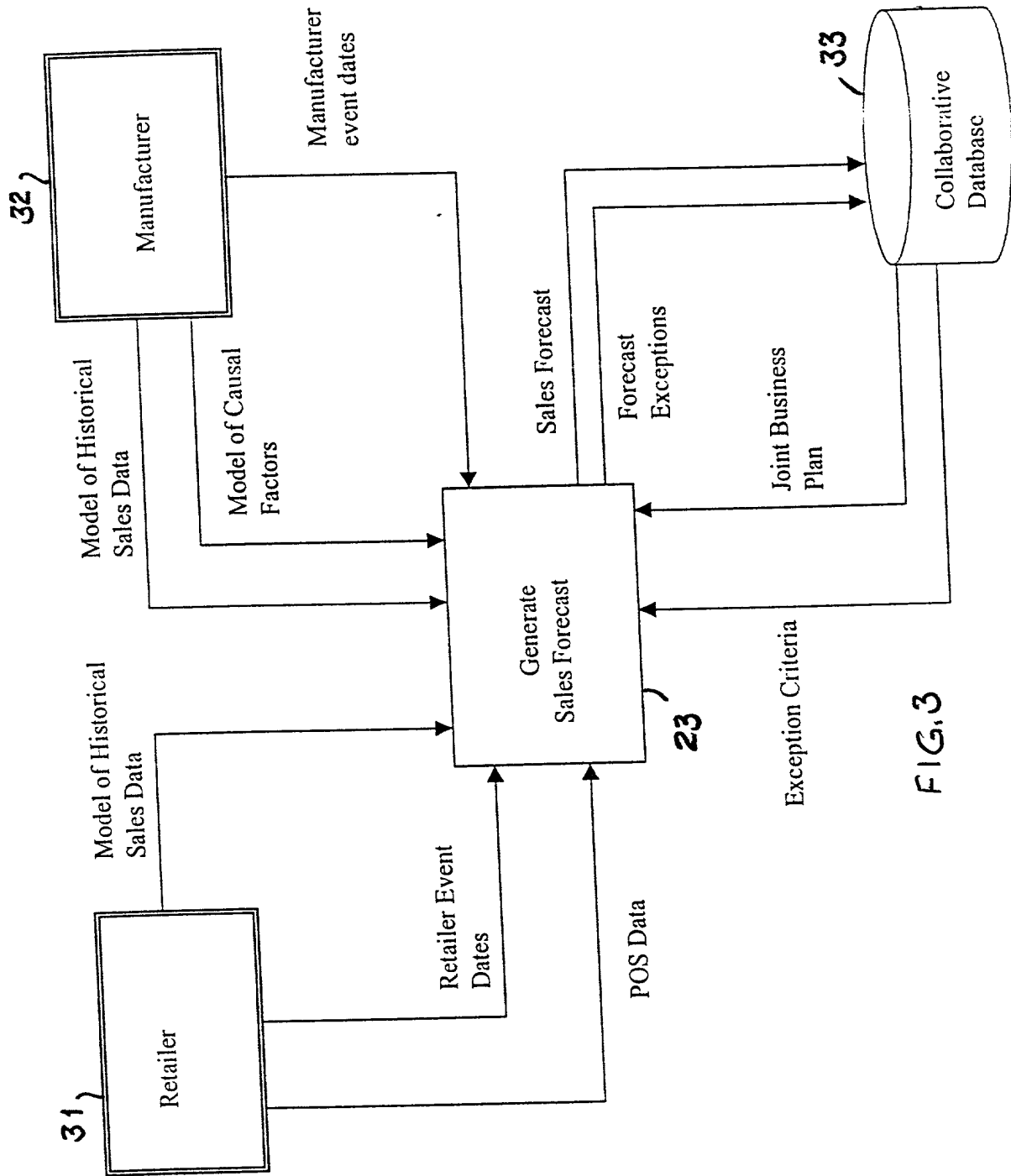


FIG. 2



```
graph TD
    41[41, Collect & Analyze POS Data - Program to consolidate and filter data / adjust for missing data] -- Sales History --> 42[42, Identify Planned Events: Promotions / Advertisements / New Products - Human input / Advertisement planning using spreadsheets]
    41 -- Sales History --> 45[45, Analyze Causal Information - Regression Modeling]
    44[44, Analyze Current Joint Business Plan - Human] --> 45
    42 -- Planned events --> 43[43, Generate Sales Forecast - Exponential Smoothing Method]
    42 -- Sales History --> 43
    45 -- Causal factors/influence --> 43
    43 -- Forecast --> 46[46, Gather Exception Resolution Data - Filter Program using exception criteria]
```

The flowchart illustrates a sales forecasting process with the following steps and data flows:

- Step 41:** Collect & Analyze POS Data - Program to consolidate and filter data / adjust for missing data.
- Step 42:** Identify Planned Events: Promotions / Advertisements / New Products - Human input / Advertisement planning using spreadsheets.
- Step 43:** Generate Sales Forecast - Exponential Smoothing Method.
- Step 44:** Analyze Current Joint Business Plan - Human.
- Step 45:** Analyze Causal Information - Regression Modeling.
- Step 46:** Gather Exception Resolution Data - Filter Program using exception criteria.

Data Flows:

- Step 41 provides **Sales History** to both Step 42 and Step 45.
- Step 44 provides input to Step 45.
- Step 42 provides **Planned events** and **Sales History** to Step 43.
- Step 45 provides **Causal factors/influence** to Step 43.
- Step 43 provides a **Forecast** to Step 46.

FIG. 4

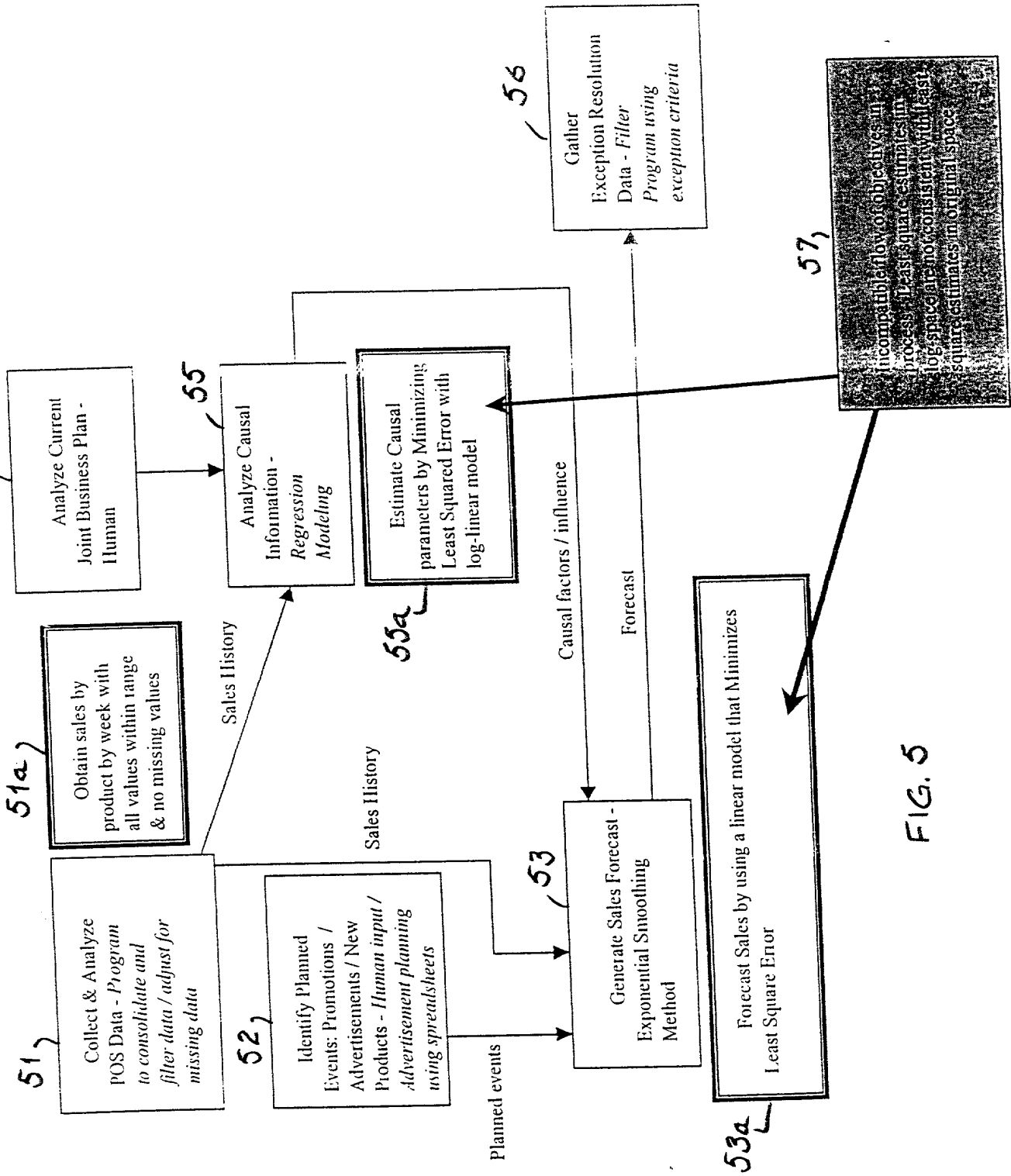


FIG. 5

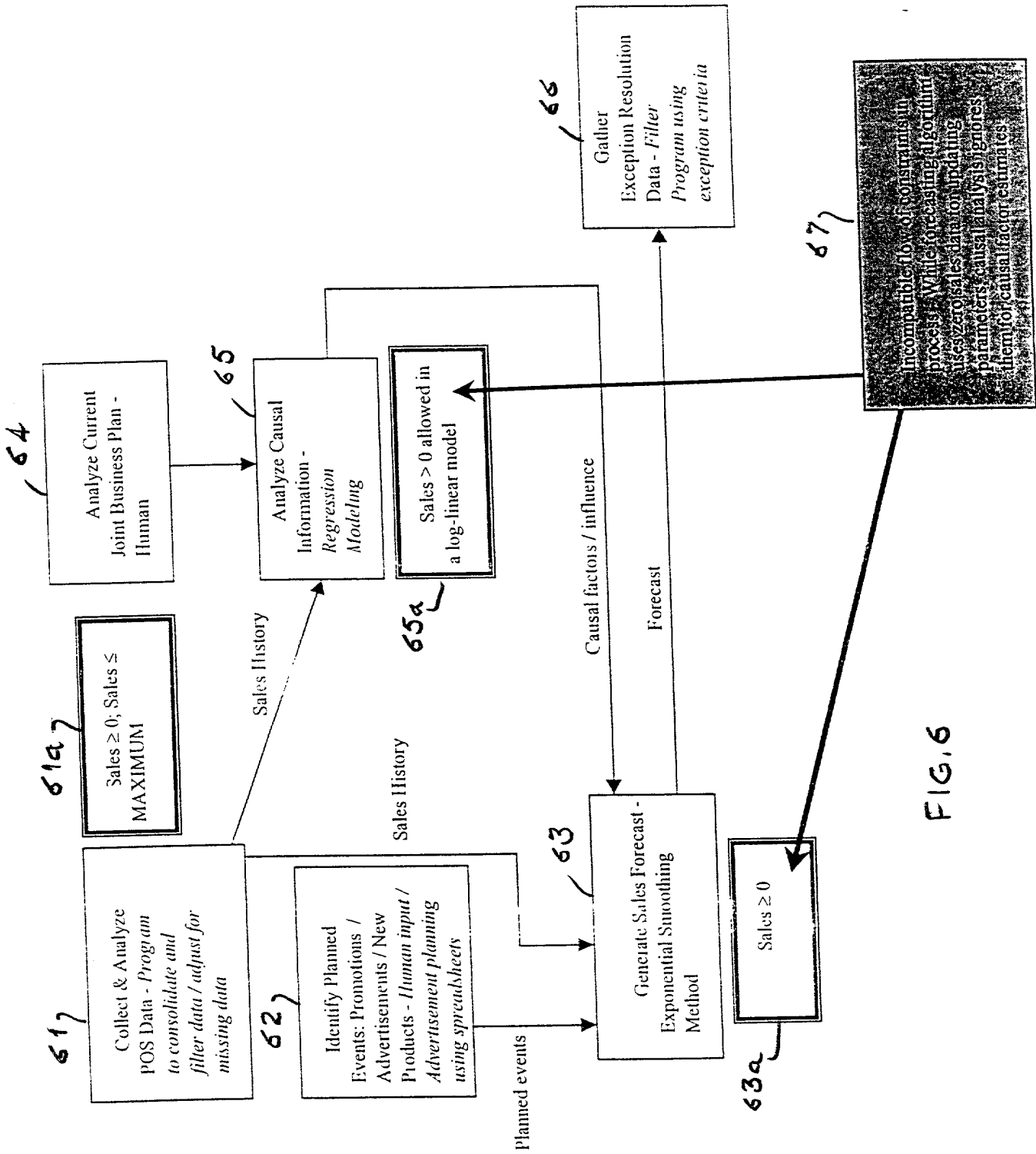


FIG. 6

